

EXHIBIT 5

Filed Under Seal

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UNITED STATES DISTRICT COURT
FOR THE DISTRICT OF MINNESOTA

IN RE:) No. 0:18-cv-01776-JRT-HB
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PORK ANTITRUST) VIDEOTAPED DEPOSITION
LITIGATION) OF DWIGHT MOGLER
)
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THE VIDEOTAPED DEPOSITION OF
DWIGHT MOGLER, taken before Chris A. Quinlin,
Registered Professional Reporter and Notary
Public of the State of Iowa, commencing at
9:01 a.m., July 22, 2022, at 801 Grand Avenue,
33rd Floor, Des Moines, Iowa.

Reported by: Chris A. Quinlin, R.P.R.

1 to be used as a wean-to-finish, but if it's
2 built to accommodate weaned pigs, it by default
3 is also -- it meets the criteria for being a
4 grow-finish barn as well.

5 Q. Okay. But if you're a producer and you
6 want to specialize in farrowing, you can do
7 that. You can specialize in just one segment of
8 the business.

9 A. That is correct.

10 Q. And similarly, if you owned a nursery
11 facility, you could specialize in -- in
12 purchasing weaner pigs and selling feeder pigs
13 if you wanted to?

14 A. If you wanted to.

15 Q. Yeah.

16 A. Typically it would be as a contract
17 feeder, but it is possible to just buy and sell
18 quickly as a -- buying a weaned pig and selling
19 a feeder pig, yes.

20 Q. And then if you're a producer that
21 wants to focus on finishing, you can just focus
22 on finishing?

23 A. That is correct.

24 Q. Okay. How many hogs do you currently
25 market per year for your operation?

1 A. 2022 our target will be 220,000.

2 Q. And how many of those hogs would you
3 intend to sell on the spot market versus under a
4 marketing agreement?

5 A. We would intend to sell during this
6 calendar year 8 percent.

7 Q. 8 percent on the spot market?

8 A. That is correct.

9 Q. Okay. So you're going to sell
10 somewhere less than 20,000 head on the spot
11 market?

12 A. That is correct.

13 Q. And the rest of your hogs are going in
14 under a marketing agreement?

15 A. That is correct.

16 Q. Who do you have marketing agreements
17 with?

18 A. We have four separate marketing
19 agreements. The largest marketing agreement we
20 have is with Hormel Foods. And those live pigs
21 are delivered to their harvest facility in
22 Austin, Minnesota.

23 The second largest is with
24 Prestage Foods. And they have a harvest
25 facility in Wright County, Iowa, near Eagle

1 Grove.

2 The third marketing agreement we

3 have is with Wholestone Farms. And their

4 harvest facility is in Fremont, Nebraska.

5 And then the fourth agreement we

6 have is with what I call a third party, Big

7 Stone Marketing. But Big Stone Marketing has an

8 agreement with JBS Swift at their harvest

9 facility in Worthington, Minnesota.

10 Q. Okay. So if I'm going to break that
11 down, your pigs are going to four plants?

12 A. That is correct.

13 Q. You have some pigs going to Hormel
14 Foods in Austin, Minnesota?

15 A. Correct.

16 Q. You have some pigs going to JBS in
17 Worthington, Minnesota?

18 A. Correct.

19 Q. You have some pigs going to Prestage in
20 Iowa -- excuse me --

21 A. Eagle Grove.

22 Q. Eagle Grove, Iowa. And then you have
23 some pigs going to Tyson?

24 A. Wholestone Farms.

25 Q. Wholestone at Fremont?

1 A. At Fremont, Nebraska. That is correct.

2 Q. Okay. And why -- And then you sell
3 some pigs in the spot market?

4 A. Yes. And then we would have a small
5 percentage -- now, a little seasonal here, and
6 there's reasons for it, but actually, beginning
7 in August we will have closer to 15 percent of
8 our pigs being marketed in the open market, but
9 on average for the calendar year it will be 8
10 percent.

11 Q. Okay. Now, in addition to the four
12 different packers that you market your hogs
13 to --

14 A. Yes.

15 Q. -- you could also market hogs to Tyson?

16 A. That is correct.

17 Q. Tyson has plants in proximity to you?

18 A. Yes.

19 Q. At Storm Lake?

20 A. Yes. And Madison, Nebraska, would be
21 the second closest Tyson plant. And we have
22 actually delivered over the years to four
23 different Tyson plants.

24 Q. Okay. So you currently have contracts
25 to deliver to four different processing plants,

1 Q. Seaboard is a buyer?

2 A. Correct.

3 Q. Prestage is a buyer?

4 A. Correct.

5 Q. Hormel is a buyer?

6 A. Correct.

7 Q. Any others?

8 A. You had mentioned HyLife.

9 Q. Yep.

10 A. Previously known as Prime Pork before
11 the HyLife acquisition or investment. In
12 addition to that, I refer to them as
13 Sioux-Preme, but they are Natural Food Holdings,
14 which is part of the -- I'm drawing a blank here
15 right now. Perdue. Perdue Family Farms in
16 Sioux Center, Iowa. We market pigs there
17 occasionally.

18 We also seek out bids from
19 Smithfield's facility -- harvest facility in
20 Denison, Iowa. In addition to the Tyson plant
21 in Storm Lake, Iowa, and Madison, Nebraska, we
22 have also delivered pigs in the past to
23 Waterloo, Iowa, as well as on one occasion
24 Columbus Junction, Iowa.

25 JBS Swift has a harvest facility

1 in Marshalltown, Iowa. We have shipped pigs
2 there before. Triumph Foods, independent of
3 Seaboard, has a harvest facility in St. Joseph,
4 Missouri. We have shipped pigs there. On one
5 very rare occasion we have actually shipped pigs
6 to Seaboard's facility in Guymon, Oklahoma.

7 And then in addition to that,
8 there would be a Smithfield plant in Crete,
9 Nebraska, but I think I pretty much have
10 exhausted most of the logistically feasible
11 harvest facilities that we could ship truckload
12 quantities of pigs to.

13 Q. So that sounds like over a dozen
14 different market outlets for your market hogs.

15 A. Absolutely. Yes.

16 Q. Now, when you sell cull hogs, cull hogs
17 go to different buyers; right?

18 A. Correct. So the cull hog market,
19 because they are shipped in smaller quantities,
20 go to companies that are more of a brokerage or
21 a -- I call them jobbers.

22 So they have delivery points
23 where they assemble large groups of hogs so that
24 they can be then further transported in
25 truckload quantities to harvest facilities that

1 harvest what I would call -- well, it's both for
2 sows as well as for cull -- cull pigs, which are
3 very safe and very -- you know, enter the food
4 system and are inspected by USDA officials, but
5 they are nontraditional carcass sizes and
6 nontraditional grades of pork.

7 Q. Okay. So for your cull sows, where do
8 the cull sows go?

9 A. So we market to two markets. And
10 they're both collection points. One is Heinold.
11 Heinold has a collection point just north of
12 Sheldon, Iowa, along U.S. Highway 60 or Iowa
13 Highway 60. And then the other one would be to
14 Lynch. And they would have a collection
15 facility in Sibley, Iowa. Those would be the
16 predominant locations for cull sows.

17 Q. And -- And Heinold and Lynch, they
18 operate processing facilities that process cull
19 animals?

20 A. To my knowledge, Heinold does not, but
21 Lynch does. But both of those organizations
22 don't necessarily -- well, in Lynch's situation,
23 they do not harvest all the pigs they buy. They
24 do resell to other harvesters. And I'm pretty
25 sure Heinold exclusively resells, because I do

1 not think Heinold owns a harvest facility.

2 Q. Okay. So coming back to your own
3 sales, from a marketing agreement standpoint,
4 you have four marketing agreements currently.
5 And it sounds like you have a fifth one coming
6 online this fall with Tyson; right?

7 A. Correct. Correct.

8 Q. Why is it that you spread your sales
9 out among five different packers instead of just
10 contracting with one?

11 A. It's one way that we manage
12 counterparty risk, knowing that we go through on
13 a regular basis a renegotiation of marketing
14 agreements. And so not only does it allow us to
15 negotiate from a point of strength when we
16 negotiate marketing agreements, but it also
17 gives us a great opportunity to differentiate
18 between the various relationships. And some
19 relationships expand over time and some
20 relationships diminish over time.

21 Q. Do the packers compete for the
22 opportunity to receive your market hogs?

23 A. Absolutely they do.

24 Q. And you maintain relationships with
25 four or five of them at any given time just to

1 make sure you're maintaining that contact?

2 MR. JAGHER: Objection to form.

3 A. We would maintain relationships with
4 perhaps seven packers at any one time. And so
5 we would have certain ones who we would put on
6 our prospect list.

7 Q. Okay. What is a meat matrix, also
8 called a meat grid? What is that?

9 A. So that would be a way that a pork
10 processor or harvest facility would
11 differentiate values of the carcass. The most
12 important method of differentiation is the
13 actual carcass weight, meeting a specific weight
14 target. And then the second method is typically
15 back fat thickness, which is an indicator of
16 leanness. And then the third one would be loin
17 depth.

18 And so there are various tools
19 used in the industry to measure that at line
20 speed at these facilities, but those would be
21 the three primary drivers of the meat grid.

22 Q. Okay. So packers will pay premiums or
23 take a discount based on where the carcass falls
24 on their meat grid?

25 A. Absolutely. Correct.

1 that through tools available in the marketplace
2 to protect revenue for a future delivery of a
3 pig through futures markets, the CME, and also
4 be able to protect the cost of a future purchase
5 of a feedstuff, such as Chicago Board of Trade
6 on corn and soybean meal.

7 Q. So essentially you saw what was coming
8 with ethanol. You went out and acquired a grain
9 elevator; right?

10 A. We built a grain elevator.

11 Q. Yep. And then you began taking
12 positions to try to protect yourself from the
13 price risk?

14 A. A very pivotal moment in our method of
15 managing risk. Prior to that we did not
16 participate in futures markets because we
17 managed risk by having a high level of
18 confidence in the stability of feed costs and
19 the price discovery process on the -- on pigs.

20 And you can go back and track
21 Iowa State data, and it would show you that very
22 typical, three quarters of profits in a pig --
23 in a farrow-to-finish model with one quarter of
24 losses, and the three quarters of profits would
25 exceed the one quarter of losses. And so when

1 we would have a price cycle, often referred to
2 as the hog cycle, the market responded very
3 quickly by adjusting supply of pigs to
4 counteract downturns in prices.

5 Q. Okay. Let me ask you about that, the
6 hog cycle.

7 A. Yes.

8 Q. The hog cycle refers to the fact that
9 there are periods where you make money in the
10 pork business, in the hog business, and then
11 there's a period where you lose money?

12 A. That is correct.

13 Q. And what is the typical span from the
14 beginning to end of a hog cycle? How many
15 years?

16 A. There's a lot of debate of whether it's
17 the same today as what it used to be, because of
18 the dynamics of the global marketplace. And so
19 global factors have become more impactful, and
20 so hence the debate of what the correct answer
21 is to that.

22 It used to be a four-year cycle.

23 And I think you could make the case that it has
24 been extended to an eight-year cycle today.

25 Q. Okay. But when we talk about a cycle,

1 what we're talking about is there will be a

2 period in time where producers are making money

3 on pigs.

4 A. Yeah.

5 Q. And so they will expand their

6 operations.

7 A. Yep.

8 Q. Right?

9 A. Yes.

10 Q. And --

11 MR. JAGHER: Objection to form.

12 Q. And then the supply of -- the supply of

13 pork gets bigger, to the point where the

14 producers are no longer making as much money --

15 A. Correct.

16 Q. -- or maybe even losing money?

17 A. Correct.

18 Q. And so then they pull back on their

19 production?

20 A. Correct.

21 Q. And so then you go through a period of

22 time where the herd may be declining?

23 A. Correct.

24 Q. And then eventually the margins improve

25 again, so the producers re-enter the market and

1 start producing again?

2 A. Correct. And you're speaking in

3 aggregate, the entire industry.

4 Q. Yes. Yes.

5 A. Then yes, that is correct.

6 MR. JAGHER: Objection to form.

7 Q. So the way that would look -- the way
8 this would look visually, if we wanted to plot
9 the hog cycle over time --

10 A. Correct.

11 Q. -- it would be like a ball bouncing up
12 and down?

13 A. That is correct. That is correct.

14 Q. And throughout that time period, if we
15 go back to the late 1970s when your family got
16 involved in production --

17 A. Correct.

18 Q. -- the size of the industry has
19 expanded?

20 A. Correct.

21 Q. And so --

22 A. Well, the size as far as total pounds
23 of production.

24 Q. Yes.

25 A. But actually, the size of the U.S. sow

1 herd has continued to shrink because of
2 productivity increases.

3 Q. Okay.

4 A. So it depends on how you measure size.

5 Q. Right. So if we go back to the late
6 1970s, we were producing fewer pigs per litter.

7 A. Correct.

8 Q. So we needed more sows to feed that
9 demand.

10 A. Correct. Correct.

11 Q. Today we're producing more pigs per
12 litter, so we actually can do it with less sows.

13 A. That is correct.

14 Q. And then we're marketing a larger
15 weight animal, so the total pounds to produce is
16 higher.

17 A. That is correct. That is correct.

18 Q. So if we look at this in terms of -- if
19 we -- if we wanted to visualize this, based on
20 the pounds of pork produced, with the hog cycle
21 it would be like a ball bouncing slowly uphill;
22 right?

23 A. That is correct.

24 Q. And there would be periods going all
25 the way back to 1970 where there would be

1 MR. JAGHER: Objection to form.

2 Q. You're eroding your capital and your
3 equity?

4 A. Yeah. Yeah.

5 MR. JAGHER: Objection to form.

6 A. Which means your debt is increasing and
7 your equity is reducing, because you still have
8 to balance your balance sheet.

9 Q. Right. You get to the period in the
10 hog cycle, you're coming into the spring of
11 2009, you're heading into that summer
12 seasonality period --

13 A. Correct.

14 Q. -- where you were expecting higher
15 prices?

16 A. Correct.

17 MR. JAGHER: Objection to form.

18 Q. But you end up with the swine flu, the
19 demand is tamped down?

20 A. Correct.

21 Q. And so you don't have that -- that
22 period of good margins for the summer of '09?

23 A. That is correct.

24 Q. So then you end up having to weather a
25 longer economic downturn?

1 A. Correct.

2 Q. And some producers didn't make it?

3 A. That is correct.

4 MR. JAGHER: Objection to form.

5 Q. During that time period, do you recall

6 a time period there in that summer 2009 period

7 where the weaner pig market went down to less

8 than \$10 a head?

9 A. Yes. I couldn't specifically give you

10 the date, but yes, there was times when weaner

11 pigs were essentially free, FOB, or at the sow

12 farm if you were willing to pay the freight to

13 get those pigs, they would sell them to you for

14 simply the cost of freight because that saved

15 them the dilemma of needing to do mass

16 euthanasia, which is a very demoralizing act for

17 a farmer.

18 Q. Do you recall that there was, in fact,

19 euthanization of weaner pigs in 2009?

20 A. I did not visualize it, but yes, I

21 heard instances of it happening, yes.

22 Q. So that means that there were farrowing

23 producers -- the weaner pig that they were

24 producing had a negative value?

25 A. Correct.

1 Q. And so rather than trying to produce
2 that pig, they were forced to euthanize those
3 pigs?

4 A. Correct.

5 Q. Kill them?

6 A. Yes. Dispose of them as a dead
7 carcass, yes.

8 Q. And then dispose of them en masse?

9 A. Yes.

10 Q. Because of how bad the market was for
11 pork in that 2009 time period?

12 A. Yeah. The two --

13 MR. JAGHER: Objection to form.

14 A. Yeah. That is correct.

15 Q. Okay. That was unprecedented?

16 A. At that point it was unprecedented.

17 MR. JAGHER: Objection to form.

18 A. The only time we repeated that was two
19 years ago during the plant shutdowns due to
20 the -- the COVID pandemic of 2020.

21 Q. Yeah. And the plant shutdown issue was
22 when the plants were shut down, the market hogs
23 couldn't leave the finishing barns.

24 A. Correct.

25 Q. And so you couldn't move them out, so

1 A. So -- Yep. So that was a one-year
2 marketing agreement. We started delivering the
3 second week of January of this current calendar
4 year, 2022. And that is -- expires at the end
5 of this calendar year. So that is a one-year
6 agreement to Wholestone Farms. That is in a
7 quantity of 40,000 pigs that we will deliver
8 during this calendar year to Wholestone Farms.

9 Q. So another 20 percent to Wholestone --

10 A. That is --

11 Q. -- of your total sales?

12 A. That is -- That is correct.

13 Q. And in terms of your sales to -- you
14 said Big Stone Marketing?

15 A. Yes. So Big Stone Marketing --

16 Q. And that is JBS Swift?

17 A. Yep. Big Stone Marketing would be a
18 third party that we sell through to access JBS
19 Swift. We actually had been at 30,000 pigs per
20 year. And I'm talking had been, I'm talking the
21 recent past. We were served notice -- And that
22 was in two separate agreements.

23 So we had two different Big Stone
24 Marketing agreements. Each of them were for
25 15,000 pigs per year. And one of those

1 agreements expired March 31st of 2022. And so
2 since March 31st or April 1st of this year our
3 annual rate is 15,000 pigs per year to JBS
4 Swift. And that will expire March 31st of 2023.
5 So we will have -- at this point we have no
6 marketing agreements with JBS Swift beyond
7 March 31st of 2023.

8 Q. And that's right now about what, 10
9 percent of your sales?

10 A. So it would actually be a little less,
11 since we're at a 15,000-pigs-per-year annual
12 pace on annual marketings of about 220,000. So
13 a little less than 10 percent today.

14 Q. Okay. And those four purchasers make
15 up the entirety of your sales; is that correct?

16 A. So with the sum of those obligations,
17 90,000 to Hormel, 42,000 to Prestage, 40,000 to
18 Wholestone, we're talking 172. I'm doing math
19 in my head. And then another 15,000. That
20 would be 187,000 pigs per year is what we are
21 contractually obligated to deliver in sum to
22 those four processors.

23 And we are marketing 220,000
24 annually. So everything above and beyond that
25 187,000-pigs-per-year figure would be sold on

1 what we call an open market or negotiated or
2 spot market basis, multiple terms that refer to
3 uncommitted pigs and how they are priced and
4 traded.

5 Q. Okay. You stated that you had sold to
6 Tyson before; is that correct?

7 A. Yes. We actually were in a marketing
8 agreement with Tyson for a number of years.
9 Began in the late '90s. Approximately 1997.
10 And we maintained that relationship through
11 2010.

12 Q. Okay. And you don't sell to them
13 anymore; correct?

14 A. Only on an open market basis. Meaning
15 when we have excess production available, excess
16 sales available, we will negotiate and offer
17 them to Tyson. Occasionally they will be
18 rewarded with a purchase, but we have entered
19 into an agreement to begin delivering pigs to
20 Tyson on a marketing agreement at the pace of
21 20,000 pigs per year. And that begins
22 October 1st of 2022.

23 Q. And the last time you had a contract
24 with Tyson was in 2010, you said?

25 A. Yes. It expired December 31st of 2010.

1 Q. Okay. And you said you no longer sell
2 to Smithfield; is that correct?

3 A. That is correct. And actually, the
4 reason, if you want that, why we no longer ship
5 to Tyson is because in the interim there, from
6 late -- I'm going to say 2008, 2009, we began a
7 marketing agreement with Smithfield. Actually,
8 at the time I called them John Morrell, but they
9 now are Smithfield universal across all the
10 plants they operate.

11 But that -- that agreement
12 started roughly 2008, '9. I'm -- I'm a little
13 fuzzy on the exact start of that agreement. And
14 that went through 2016. We have not had a
15 marketing agreement with Smithfield since 2016.

16 Q. Okay. And then same with Seaboard,
17 you're no longer selling to Seaboard; is that
18 correct?

19 A. We have never had a marketing
20 agreement. And so if and when we sell to
21 Seaboard, it is on a negotiated or spot market
22 basis only.

23 Q. And so when you sold to Smithfield from
24 '08 to 2016, roughly what percentage of your
25 sales went to Smithfield?